

Exhibit B

Pricing

FIXED COST	ITEM	DESCRIPTION		TOTAL COST
	1	Enterprise Module Perpetual Software License for <u>server</u> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. <i>(Insert extra lines as needed)</i>	Consists of RSA Archer Enterprise & Risk Management Modules (0-1500 Employees)	
		Enterprise 0-1500 Perp Lic w/ 1ODA	Enterprise Perpetual License (0-1500 Employees)	\$30,971.40
		Enterprise 0-1500 Perp Basic Maint [Per Month Pricing]	Enterprise Perpetual - Year 1 Maintenance	\$5,574.83
		Enterprise 0-1500 Perp Basic Maint [Per Month Pricing]	Enterprise Perpetual - Year 2 Maintenance	\$5,574.83
		Risk 0-1500 Perp Lic w/ 1ODA	Risk Management Perpetual License (0-1500 Employees)	\$30,971.40
		Risk 0-1500 Perp Basic Maint [Per Month Pricing]	Risk Management Perpetual - Year 1 Maintenance	\$5,574.83
		Risk 0-1500 Perp Basic Maint [Per Month Pricing]	Risk Management Perpetual - Year 2 Maintenance	\$5,574.83
	2	Enterprise Module Perpetual Software Licenses for <u>clients</u> <i>(If applicable)</i> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. List as a per client cost; <i>(Insert extra lines as needed)</i>		N/A
	3	Governance Module Perpetual Software License for <u>server</u> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. <i>(Insert extra lines as needed)</i>	Consists of RSA Archer Policy Management Module (0-1500 Employees)	\$30,971.40
		Policy 0-1500 Perp Basic Maint [Per Month Pricing]	Policy Management Perpetual - Year 1 Maintenance	\$5,574.83
		Policy 0-1500 Perp Basic Maint [Per Month Pricing]	Policy Management Perpetual - Year 2 Maintenance	\$5,574.83
	4	Governance Module Perpetual Software Licenses for <u>clients</u> <i>(If applicable)</i> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. List as a per client cost; <i>(Insert extra lines as needed)</i>	N/A	N/A
			RSA Archer SmartStart Professional Installation Service - One Time Only Install per Instance/Deployment	\$10,313.49

FIXED COST	ITEM	DESCRIPTION		TOTAL COST
	5	Configuration and Installation of Enterprise Module . <i>(Insert extra lines as needed)</i>	450 Hours	\$116,025.90
	6	Configuration and Installation of Governance Module . <i>(Insert extra lines as needed)</i>	200 Hours	\$51,567.08
	7	Year 3 Enterprise Module maintenance including patches and support costs.		N/A
	8	Year 3 Governance Module maintenance including patches and support costs.		N/A
	9	Year 4 Enterprise Module maintenance including patches and support costs.		N/A
	10	Year 4 Governance Module maintenance including patches and support costs.		N/A
	11	Year 5 Enterprise Module maintenance including patches and support costs.		N/A
	12	Year 5 Governance Module maintenance including patches and support costs.		N/A
		TRAINING FOR:	PER DAY	
		Enterprise Module IT System Administrators: up to 4	Pricing is Per Person, Per Class (4 Day Class)	\$3,300.31
	13	Enterprise Module End-Users: up to 7	Scoping call required to fully understand End-User Training Requirements	N/A
		Governance Module IT System Administrators: up to 4	Pricing is Per Person, Per Class (4 Day Class)	\$3,300.31
		Governance Module End-Users: up to 7	Scoping call required to fully understand End-User Training Requirements	N/A

Optional Items

FIXED COST	ITEM #	DESCRIPTION		TOTAL COST
	1	Audit Module Perpetual Software License for <u>server</u> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. <i>(Insert extra lines as needed)</i>	RSA Archer Audit Management (0-1500 Employees)	\$30,971.40
			Audit Management Perpetual - Year 1 Maintenance	\$5,574.83
			Audit Management Perpetual - Year 2 Maintenance	\$5,574.83
	2	Audit Module Perpetual Software Licenses for <u>clients</u> <i>(If applicable)</i> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. List as a per client cost; <i>(Insert extra lines as needed)</i>	N/A	N/A
	3	Compliance Module Perpetual Software License for <u>server</u> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. <i>(Insert extra lines as needed)</i>	RSA Archer Compliance Management (0-1500 Employees)	\$30,971.40
			Compliance Management Perpetual - Year 1 Maintenance	\$5,574.83
			Compliance Management Perpetual - Year 2 Maintenance	\$5,574.83
	4	Compliance Module Perpetual Software Licenses for <u>clients</u> <i>(If applicable)</i> , including warranty, patches, system documentation, maintenance and support for two (2) years from the date of the last milestone payment. List as a per client cost; <i>(Insert extra lines as needed)</i>	N/A	N/A
	5	Configuration and Installation of Audit Module . <i>(Insert extra lines as needed)</i>	200 Hours	\$51,567.08
	6	Configuration and Installation of Compliance Module . <i>(Insert extra lines as needed)</i>	200 Hours	\$51,567.08
	7	Year 3 Audit Module maintenance including patches and support costs.		N/A
	8	Year 3 Compliance Module maintenance including patches and support costs.		N/A
	9	Year 4 Audit Module maintenance including patches and support costs.		N/A
	10	Year 4 Compliance Module maintenance including patches and support costs.		N/A
	11	Year 5 Audit Module maintenance including patches and support costs.		N/A
	12	Year 5 Compliance Module maintenance including patches and support costs.		N/A

Optional Items

FIXED COST	ITEM #	DESCRIPTION		TOTAL COST
	13	TRAINING FOR:	PER DAY	
		Audit Module IT System Administrators: up to 4	Pricing is Per Person, Per Class (4 Day Class)	\$3,239.62
		Audit Module End-Users: up to 7	Scoping call required to fully understand End-User Training Requirements	N/A
		Compliance Module IT System Administrators: up to 4	Pricing is Per Person, Per Class (4 Day Class)	\$3,239.62
		Compliance Module End-Users: up to 7	Scoping call required to fully understand End-User Training Requirements	N/A

T&M COST	ITEM	DESCRIPTION		PRICE PER HOUR
	14	Additional future customization not dictated by meeting requirements in Section 5. <i>(Insert extra lines as needed)</i>		\$257.84

FIXED COST	ITEM #	DESCRIPTION		COST
	15	Hosting services on a per month basis within first year of contract for Enterprise and Governance Modules.	While RSA does offer a hosted solution for Archer, we are not responding with such to this RFP. Agencies/Organizations may receive hosted pricing upon request.	N/A
	16	Hosting services on a per month basis within first year of contract for Enterprise, Governance, Audit and Compliance Modules.		N/A

Rate Card

POSITION	DESCRIPTION OF SERVICES PROVIDED	HOURLY RATE
<i>Archer Practice Consultant</i>	<i>0-999 Hours</i>	<i>\$257.84</i>
<i>Archer Practice Consultant</i>	<i>1000-1999 Hours</i>	<i>\$232.05</i>
<i>Archer Practice Consultant</i>	<i>2000+ Hours</i>	<i>\$206.27</i>